

### Fresh Grapefruit (EC):

#### **Total TEU/FEU:**

All shipments are based on Atlantic and Gulf port origins. Atlantic and Gulf Ports include: Charelston, SC; Savannah, GA; and Miami, FL.

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during January, 2004. The denominator represents the total number of FEU shipped, by carriers, throughout the 2004 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, January, 2004.

#### Market Share-January:

Each carrier's current market share is based on the number of containers shipped during January, 2004. Source: PIERS, January, 2004.

#### Market Share-CY 2004:

Each carrier's market share is based on the total number of containers shipped throughout the 2004 calendar year. Source: PIERS, 2004.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Charleston, SC unless otherwise noted. Source: "The Pacific Shipper On-Line", "The Shipping Guide on the Web" and individua shipping line websites.

#### Ocean Rates:

Ocean rates are applicable for March 31, 2004. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Ide through the Descartes on-line rate tariff, PLUS Tariff retrieval systems, extariff rate retrieval system, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Grapefruit are quoted on full, 40-foot refrigerated containers unless otherwise noted.

#### **Definitions:**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, April Taylor, and Camia Lane of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Taylor on (202) 690-1326, or Lane on (202) 690-1304 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: March 31, 2004 Page 1 of 8

Atlantic/Gulf Ports To Busan, South Korea

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year: 6.0 \ 6.0

Wienin (Tear. 5.5 (5.5		Market	Transit				Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	33%	33%	25	\$5.06 <sup>19</sup>		\$40					1134 pkgs	\$5,778
OOCL	33%	33%	24	\$5,151	\$180	\$40						\$5,371
NYK Line	33%	33%	23									

Average Container Rate \$5,575

<sup>19</sup> Rate is per package

Atlantic/Gulf Ports To Hong Kong

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year: 6.0\6.0

Carrier OOCL		Market	Transit				Surcha	urges:							
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate			
OOCL	67%	67%	26	\$5,151	\$180	\$40						\$5,371			
NYK Line	33%	33%	26												

Average Container Rate \$5,371

Issue Date: March 31, 2004

Page 3 of 8

Atlantic/Gulf Ports To Keelung, Taiwan

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year: 123.9 \ 123.9

1701til (10til 120.0 )	.20.0	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Maersk-SeaLand	66%	66%	37	\$4.70 <sup>19</sup>	\$10 <sup>19</sup>	\$40	4%					1134 pkgs	\$5,748
Evergreen	15%	15%	29	\$5,273	\$185	\$40	4%						\$5,709
Yang Ming	13%	13%	35										
Hanjin	3%	3%	28	\$4.65 <sup>19</sup>	\$12 <sup>19</sup>	\$40	4%					1134 pkgs	\$5,722
MOL	2%	2%	27										
OOCL	2%	2%	24	\$4.70 <sup>19</sup>	\$12 <sup>19</sup>	\$40	4%					1008 pkgs	\$5,147
											Average Co	ntainer Rate	\$5,729

19 Rate is per package

Atlantic/Gulf Ports To Le Havre, France

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year	- 618	0 \ 6	18 0

Carrier  Maersk-SeaLand	618.0	Market	Transit					Surcha	irges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	BAF CHASSIS CAF THC CFS Rec ARB Cotton R.	Cotton R.	Size	Container Rate				
Maersk-SeaLand	69%	69%	16	\$4,218	\$316	\$40	7%	\$500					\$5,369
Evergreen	23%	23%	17										
P&O Nedlloyd	3%	3%	17	\$4,218	\$474	\$40	7%						\$5,028
Hanjin	2%	2%	17										
COSCO	2%	2%	16	\$3,200									\$3,200
OOCL	1%	1%	16	\$4,218	\$316	\$40	7%	\$500					\$5,369
											Average Com	tainer Rate	\$5,309

Average Container Rate

Page 5 of 8 Issue Date: March 31, 2004

Atlantic/Gulf Ports To Rotterdam, Netherlands

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year: 308.3 \ 308.3

		Market	Transit					Surcha	rges:				
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hapag-Lloyd	43%	43%	10	\$2,235	\$316	\$40	7%						\$2,747
Maersk-SeaLand	29%	29%	12	\$4,218	\$316	\$40	7%	\$500					\$5,369
P&O Nedlloyd	11%	11%	16	\$4,218	\$474	\$40	7%						\$5,028
Hanjin	10%	10%	15										
Evergreen	7%	7%	22	\$3,850									\$3,850

Average Container Rate \$3,951

Issue Date: March 31, 2004

Page 6 of 8

Atlantic/Gulf Ports To Singapore

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

N	1	ont	h\V	ear.	2	۸ ۱	20	)
п	VΙ	UIIL	111			•	۱ <b>۷</b> ـ ۱	,

		Market	Transit					Surcha	ırges:					
Carrier	Market Share	Share CY	Time in Days	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate	
OOCL	100%	100%	30	\$5,594	\$180	\$40	8%						\$6,262	İ
											Average Con	tainer Rate	\$6,262	

Atlantic/Gulf Ports To Tokyo, Japan

Fresh Grapefruit (EC)

Monthly Market Share For: January 2004

Month\Year: 1,228.0 \ 1,228.

1,220.0	1,220.	Market	Transit	Surcharges:									
Carrier	Market Share	Share Time		Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Maersk-SeaLand	36%	36%	28	\$3.15 <sup>19</sup>	\$12 <sup>19</sup>	\$40	45%					950 pkgs.	\$4,549
MOL	21%	21%	25										
APL	10%	10%	22										
Evergreen	7%	7%	24	\$3.13 <sup>19</sup>	\$11 <sup>19</sup>	\$40	45%					1134 pkgs	\$5,372
China Shipping	7%	7%											
NYK Line	6%	6%	23										
OOCL	5%	5%	21	\$3,205	\$180	\$40	45%						\$4,867
Hatsu Marine Ltd.	4%	4%	24	\$2,100	\$185								\$2,285
Hapag-Lloyd	2%	2%	20	\$4,003		\$40	45%						\$5,844
Hyundai	2%	2%	23	\$3.24 19	<b>\$9</b> <sup>19</sup>	\$40						1134 pkgs	\$3,863
P&O Nedlloyd	1%	1%	17										
											Average Co	ontainer Rate	\$4,530

19 Rate is per package